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# Marketing – Research Steps 2&3

## Lauren Forbes
## In Business

Now that we understand why we do market research, the next steps are setting your research objectives and finding out what information already exists.

**Step 2 - Set your research objectives**

The scope of your research is determined by what you want to achieve (your objectives) and the types of decisions it needs. Before you get started it is essential to define your objectives. This is the most important part of the process and will avoid wasting time and effort in later stages. Ask yourself these three questions:

What is the purpose of the research?

What information is being sought?

How will the information be used?

Four stages of research study

Conducting a successful research study involves four separate stages:

Checking if the same or similar research has been carried out in the past;

Reviewing any existing relevant data;

Determining when the information is needed and how much you can spend to obtain it; and

Deciding how the data will be used, and by whom.

If your research will help you to make a significant decision (for example, introducing a new product or starting a business), then it's a good idea to think about employing a professional market research organization or consultant. A research expert will have the knowledge and experience to get information which is reliable. If the cost is prohibitive you should buy at least a few hours of professional research time to get advice in conducting your own market research. This could help you avoid obtaining flawed data which will produce misleading and potentially costly conclusions.

**Step 3 - Find out what information already exists**

There are two types of data; primary and secondary. Existing information (for example census statistics) is known as secondary data and primary is the collection of new data.

**Secondary data research**

You can save time and money by using secondary data. Much of the information you need can be found in internal company records or official sources. Information collected on a day-to-day basis can help you identify trends such as popular products or the seasonality of product/service demand. Other secondary information falls into two areas:

**Official**

This includes information gathered and published by federal, provincial and local government agencies.

The largest source of official research in Canada is Statistics Canada http://www.statcan.gc.ca/ . There is a video called Tutorial for Businesses: Getting to Know Your Market and Industry and Tutorial for Businesses: Finding Local Census Data http://www.statcan.gc.ca/eng/sc/news/11017x/index?HPA= .

**Non official**

This covers data which can be obtained from sources such as the internet, newspapers, magazines, reference books, trade directories, trade associations, banks, universities, technical colleges, research institutions and publications from market research organizations.

Other sources of secondary research include: local libraries, Small Business Centres – the closest one being in Lindsay called the Kawartha Lakes Small Business & Entrepreneurship Centre http://www.advantagekawarthalakes.ca/en/businessResources/smallbusinessentrepreneurshipcentre.asp, Muskoka Futures http://www.muskokafutures.ca/business-support, your local Chamber of Commerce http://haliburtonchamber.com/index.php , industry associations and publications. Locally there are several links on the Haliburton County Development Corporation website in the Business Resource section http://www.haliburtoncdc.ca/support-for-business/business-resources/

**Primary data research**

Primary data is the information you gather through specialized surveys or group discussions. In the next article I will continue with Marketing – Market Research and talk about Step 4 – Doing your own research through surveys.

*Lauren Forbes is the Ontario Self Employment Coordinator at the Haliburton County Development Corporation in Haliburton. If you have questions or comments please email her at HCDC.OSEBHaliburton@gmail.com or visit their website: http://www.haliburtoncdc.ca/*

# No Ifs or Butts:

## 12 Tips to Help You Become Smoke-free

*January 19-25 is National Non-Smoking Week*

There are two million smokers in Ontario and more than a million of them want to quit. This week is National Non-Smoking Week – January 19-25 – a great time to break free from the vise-like grip of nicotine addiction once and for all.

And if you don't make it this time, don't give up. Most former smokers tried multiple times before they were successful. Here are some tips to help you kick those butts for good.Write down all the reasons you want to quit (e.g., health, financial benefits).

1. List the things you like about smoking.
2. List the things you don't like about smoking.
3. Learn from previous attempts to quit – what worked, what didn't and why did you start smoking again?
4. Track your smoking routine for a few days – when, where and why you smoked, how strong was the craving. Write down the "triggers" that start you smoking, then list coping strategies that can help you avoid or delay lighting up.
5. Ask your health-care provider about products that can help you quit, such as nicotine replacement therapy (e.g., nicotine patch) or prescription medications.
6. Call The Lung Association Lung Health Information Line: 1-888-344-LUNG (5864) or emailinfo@on.lung.ca for information and support. You can also order free resources like the popular Journey 2 Quit workbook.
7. When setting a quit date, choose a time when things are not too stressful. Don't wait until you have no stress, since this will probably never happen.
8. Tell your friends and family you are quitting and ask for their support. Ask them not to smoke around you.
9. Just before you quit, throw out all cigarettes, ashtrays and lighters. Gather helpful items that can distract you from your cravings, such as a water bottle and sugar-free gum.
10. On your quit date, keep your hands, mouth and mind busy – use a stress ball, do a puzzle, chew gum or a straw, eat healthy snacks. Physical exercise is a great way to reduce your cravings and reinforce your commitment to the new healthy lifestyle.
11. If you are not successful this time, try again when you are ready. Quitting will be difficult now and it will be difficult a year from now – so why not try now!

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# Museum celebrates 30 years with exhibit

*By Chad Ingram*

A silk map, a portable bathtub, a glass eyeball.

These are just three of the 30 interesting items that comprise 30 Years, 30 Artifacts, an exhibit celebrating the Minden Hills Museum's three decades of existence.

On the wall in the Sterling Bank building hangs a framed map of Minden township.

Dating to 1861, the map is hand-drawn on a piece of silk and shows in detail the lots and concessions that comprise the municipality.

"This would have been folded up . . . that someone carried with them," says curator Darren Levstek.

The map shows deep creases from repeateded folding. Circular marks on some of the lots Levstek believes probably indicated to the map's owner which were still available.

"This is probably the oldest artifact we have that related directly to the history of Minden," Levstek says. He's unsure how the map made its way into the museum's collection.

There are other items that would have been personal belongings of Minden residents past.

One, a glass eye made around 1920, belonged to Cliff Lacey.

An account book belonged to blacksmith John Welch and shows interactions between the years of 1901 and 1906.

"A lot of our founding families are listed in here," Levstek says.

An open page shows familiar surnames such as Stinson and Bowron.

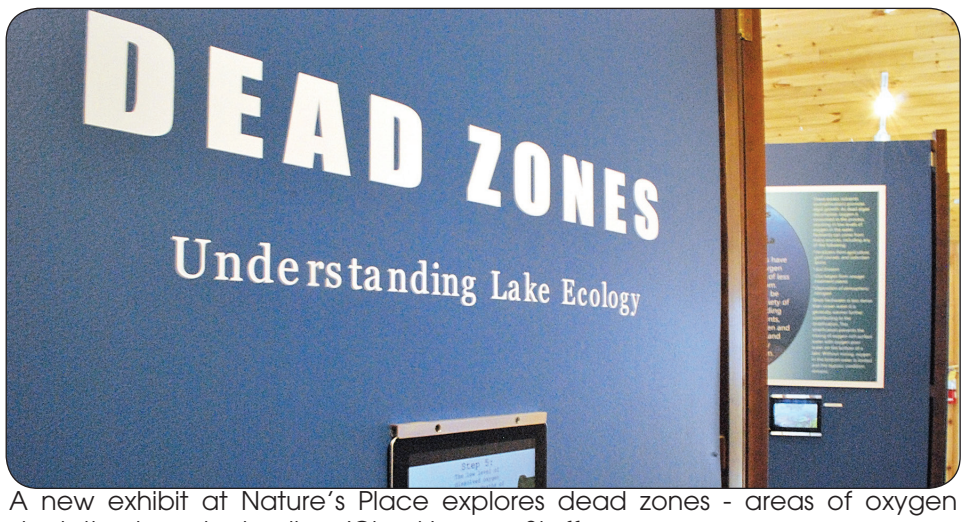
Some other artifacts include a 1930s foldable military bathtub, wooden ice skates, an 1885 edition of the Minden Echo and Haliburton Recorder and wooden water pipes from the Minden Cheese Factory, which was located in the area where Archie Stouffer Elementeary School stands today.

The Sterling Bank building, which once stood on Minden's main drag, was donated to the Minden Historical Society and moved to its current location in 1981.

The members of the historical society formed the County Town Museum Volunteer Committee and on July 1, 1984, the museum opened to the public on a seasonal basis, its entire collection exhibited in the bank building.

Next to to museum at Nature's Place, Dead Zones: Understanding Lake Ecology, explores how oxygen depletion is affecting area lakes and other bodies, what leads to the phenomenon and what might be done about it.

Both exhibits run until March 20.



A new exhibit at Nature's Place explores dead zones - areas of oxygen depletion in water bodies. /Chad Ingram Staff

# New food hub gears up to improve access

*by Chad Ingram*

The Haliburton County Food Centre is now open.

The facility – which houses the Minden Food Bank, a community kitchen and will act as a depot for the county's food banks – is located on Minden's Newcastle Street.

The 5,000-square-foot facility was a joint project between the food bank and the Minden Masonic Hall, to which the centre is attached and involved funding from numerous organizations, including a $150,000 grant from the Ontario Trillium Foundation and a $150,000 loan from the Haliburton County Development Corporation.

HCDC also provided a $20,000 grant and Minden Hills township gave a one-time grant of $10,000. There were contributions from numerous businesses and individuals as well.

For now, food bank hours will remain the same, with the bank open from 11 a.m. to 4 p.m. on Mondays and Wednesdays.

"We're prepared to open when the need warrants it," said manager Joanne Barnes.

On Monday, volunteers were busy stocking shelves with cans and boxes, and more shelving was on its way.

Upstairs, a 10-burner, two-oven stove, as well as stainless steel countertops were waiting to be installed.

A large, marble-topped island will be used for cooking lessons, lead cook Marilyn Lesperance explained.

The community kitchen will feature culinary education – canning demonstrations, cooking classes – and also has enough space to seat 60 in its dining room.

The building – which has wheelchair access – will feature large storage areas, including a walk-in cooler, and out back, there is a detached walk-in freezer, where food can be stored for shipment to other food banks in the community.

"That's the purpose of calling it a hub . . . is to be able to help each other," Lesperance said, adding the building contained numerous energy efficiencies, including its furnace and water heating system.

About 100 people attended a recent open house at the new facility.

The Haliburton County Food Centre on Minden's Newcastle Street, is now open. Here, lead cook Marilyn Lesperance and Minden Food Bank manager Joanne Barnes stand in the building's kitchen where a 10-burner stove and stainless steel counters are soon to be installed. The marble-topped island - provided by Chaulk Woodworking - will be used for cooking demonstrations.

**Chad Ingram** Staff

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County Life is produced by The *Haliburton County Echo* and *Minden Times*, and published by White Pine Media Corp.

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# 50 stories, tell us yours

## Erin's Editions

Erin Kernohan-Berning
Branch Services Librarian

Libraries are all about stories. While we offer many services, at the heart of what we do is provide access to stories – these might be fictional stories for young and old; factual stories about things that actually happened, inspirational people, or things we want to learn more about; or current stories about the important things happening around us. We provide access to these stories through books, newspapers, magazines, audio and DVDs, and public access Internet. What we don't always have are stories about ourselves.

In 2015 we are celebrating the 50th anniversary of Haliburton County Public Library. While all the municipalities have operated libraries, some for over 100 years, the creation of Haliburton County Public Library brought us all together under one system. This meant that we could share collections and resources, and patrons anywhere in Haliburton County could access their library through the library branch closest to them wherever in the Highlands you happen to be.

As part of our 50th anniversary, we want to collect your stories. What does Haliburton County Public Library mean to you? Are you a member of one of our book clubs? Do you visit our branches to use the public wifi? Enjoy books? Participate in crafts or story time? Did the availability of our services, whatever they might be, help you out when you needed it? Tell us your stories, and we'll be telling some of ours as well.

Throughout 2015 we will be posting your stories to Twitter, our Facebook page, and our blog with the hashtag #hcpl50. We want to collect 50 stories, and at the end of 2015 we will publish them in a booklet so that we can all read them.

While a love of reading is certainly a passion among HCPL staff, the stories that keep us going are the ones in which we have made a difference to you, our patrons and our community. So go on, tell us what Haliburton County Public Library means to you. Tweet, Facebook, email, or fill out a form at any of our eight branches. Also, don't forget to like us on Facebook or follow us on Twitter to keep track of these stories as they are shared!

Facebook: www.facebook.com/haliburtonlibrary
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Character descriptions, audition information, rehearsal and production scheduling can be found at www.highlandssummerfestival.on.ca

For more information contact Executive Producer Melissa Stephens at melistep@gmail.com or 705-455-2366

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*We would like to wish Peter Meraw all the best in his future endeavours.*

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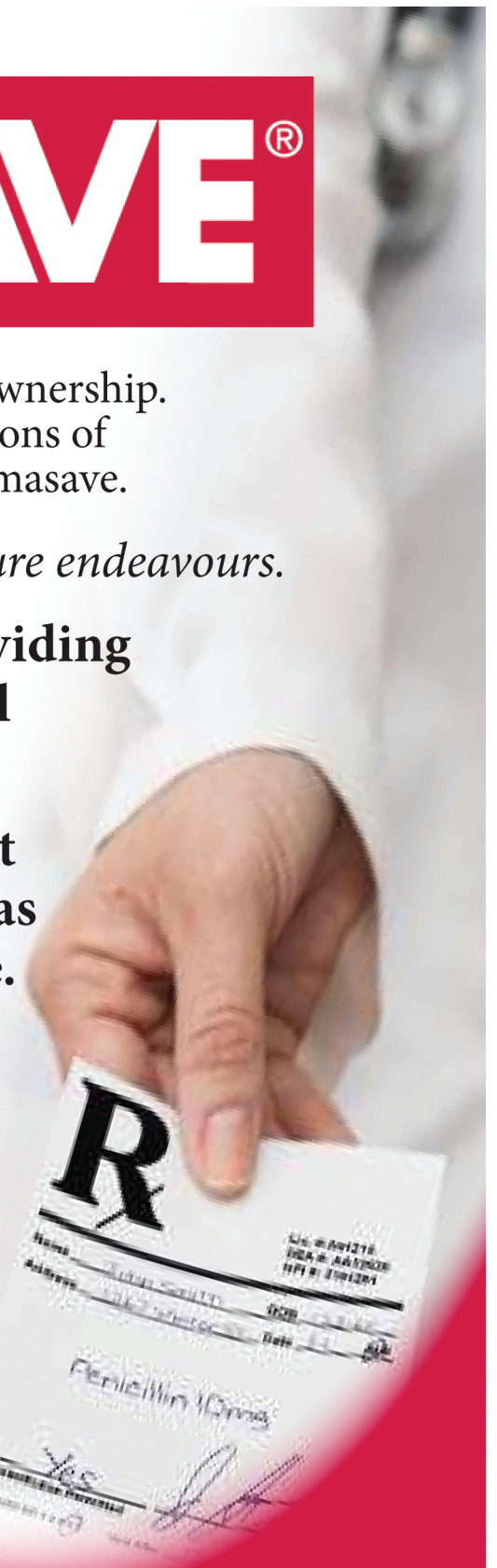


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# Let there be light

## Living Large

Humour by Steve Galea

Ever since the winter solstice on Dec. 14, we've been gaining a little more daylight – roughly a couple of minutes each day. Most of us know this, but what we don't know is what to do with that extra, valuable daylight. Fortunately, I gave this a bit of thought.

1. Start shovelling the driveway. No one likes to shovel the driveway in the dark or for any longer than two minutes, so if you start shovelling at the beginning of the extra two minutes, you can walk in when the sun sets and say, "It's too dark. I'll finish tomorrow."
2. Make a snow ball. You can't exactly make a snowman in two minutes but you can make a snow ball, which might be the start of a tiny snowman or just something you can throw at the sun as you yell, "Why is this taking so long?!"
3. Appreciate your shadow. Let's face it; we don't spend enough time appreciating our shadows. Why not take this extra two minutes we've been given to do so?
4. Enjoy the fact that you can save on flashlight batteries when you get to your locked front door on time.
5. Be thankful that this is two less minutes without the threat of bats. If you are like me, bats are not your favourite thing. Actually, they're the worst kind of rodents – the flying kind. Well, that extra two minutes – and winter – means we don't have to worry about them.
6. Go outside with that hideous scarf that your mother knit you. All you need to do is stay out of sight for two minutes and then it's dark and no one will be able to see how awful it is. When she calls and ask if you use it, you won't have to lie.
7. Start a fire with a magnifying glass. This takes long enough in winter but now you've got an extra two minutes.
8. Curse the fact that you've got two less minutes of prime walleye fishing and use it as an excuse when someone asks "Did you catch any walleye last night?"
9. Use this extra two minutes as an opportunity to ease yourself into sunscreen.
10. Sing the Beatles classic "Here comes the sun." There are not a lot of songs appropriate for this occasion so you might as well learn this one …Doo doo doo doot.

**Our Lady of Fatima donates to Food for Kids**

Just wanted to let you know that the St. Vincent de Paul Society of Our Lady of Fatima Church in Minden has donated $100 to the Food for Kids program. This means the first two snacks of the year at Archie Stouffer School is thanks to them and their generosity. St. Vincent also donated $100 to the breakfast program.
Pictured is Donna Hudson of the Breakfast Program. Stella Mamonka of St. Vincent De Paul Society, Carolyn Allder - coordinator of the Snack Program, Connie Carson of St. Vincent De Paul Society and Leah Allder - snack program volunteer. Submitted photo

UPCOMING

# Community Events

PARISH HOME INSPECTIONS

### Meet the Nurse

Thursday, January 15, 10 am to noon, Lloyd Watson Community Centre (2249 Loop Rd.) in Wilberforce. Parents with children up to age six years can meet with a Public Health Nurse. The nurse can provide breastfeeding support, screen for speech concerns and discuss infant care, growth and development and other parental concerns. Call (705) 457-1391 for more information.

### Speaker Presentation

The Canadian Federation University Women are having a speaker this month.
Who: Amanda Ranson, Director Of Tourism For Haliburton County
When: January 15, 2015
Where: Fleming College
Time: 1:30 p.m.
Topic: Tourism In Haliburton

### Highlands Trio Concert

Saturday, Jan. 17 from 1 to 5 p.m.
Highlands Trio will be entertaining at Minden Legion. Includes open mike session, so come out and enjoy the music! Pub-style food will be available. No cover charge, just a donation at the door, for the band.

### Haliburton Highlands Cross Country Ski Club

Bunnyrabbit, Jackrabbit and Track Attack Ski Program
When: Sat. Jan. 17, 24, 31. Feb. 7, 14 Time: 1:30 to 3 p.m.
Where: Glebe Park, Bandshell Area
We will be offering Cross Country Canada's Skill Development Program for children from ages four to 12 years old. The overall goal is to learn that winter and snow provide a great opportunity for outdoor enjoyment and adventure.
Contact: Jane Heyes, program co-ordinator, heyes@sympatico.ca, 705-457-1465

### Healthy Beginnings – Prenatal Class

Begins Thursday, January 8, 6 to 8 pm, Ontario Early Years Centre (83 Maple Ave., Halco Plaza, lower level) in Haliburton Village. Join this free class offered by the Health Unit to help expectant parents prepare for baby's arrival. Continues on January 15, 22, 29 and February 5. Pre-register by calling (705) 457-1391 or toll-free at 1-866-888-4577.

### Family Movie Night – Alpha and Omega

When: Friday, Jan. 16
Where: Minden Hills Cultural Centre Common Room
Come out and enjoy popcorn and the viewing of Alpha and Omega, an animated film about two wolves trying to save their packs from fighting one another.
Contact: 705-286-3154, www.mindenhills.ca/museum

### Introduction to Ice Climbing

When: Jan. 17, 9:30 a.m. to 12 p.m.
Where: Medeba Adventure Learning Centre, West Guilford
Embrace the winter wonders of the Highlands and try your hand (and foot) at ice climbing. You will scale the slippery slope on a 50-foot wall at Camp Medeba. This is a fun and safe two-hour introduction to ice climbing. Climbing equipment, a warm hut and hot beverages will be provided. Contact: Barrie Martin of Yours Outdoors 705-754-3436 or info@youroutdoors.ca

### Sir Sam's Ski Challenge

When: Sunday, Jan. 18
Where: Sir Sam's Ski and Bike
Family Fun ski race (runs for six Sundays plus final race Saturday, March 7) ($40 entry fee per person).
Contact: chris@sirsams.com, 705-754-2298

### Taoist Tai Chi Open House

Check out Tai Chi at locations across the county.
Carnarvon: Zion United Church, Monday, Jan. 19, 6-8 p.m. and Tuesday, Jan. 20 from 10 a.m. to noon
Wilberforce: Lloyd Watson Centre, Wednesday, Jan. 21, 2 to 4 p.m.
Haliburton: United Church, Wednesday, Jan. 21, 6:30 to 8:30 p.m. and Thursday, Jan. 22, 10 a.m. to noon
Kinmount: Galway Community Hall, Thursday, Jan. 22, 10 a.m. to noon
For more information call Wilma 705-457-1909, peterborough@taoist.org

### Baby's Own Program

Starts Monday, January 19, 11 am to 12:30 pm, Ontario Early Years Centre (144 Bobcaygeon Rd.) in Minden. A six-week support and information group for parents of children up to a year old (continues on the following dates: January 26, February 2, 9, 16 and 23). Call (705) 457-1391 for information or to register.

### Camera Club Meeting

When: Wednesday, January 21, 7 pm
Where: Minden Legion
The Haliburton Highlands Camera club is having its monthly meeting. New members and guests are welcome, including college and high school students! Any skill levels are encouraged. Feel free to attend a club meeting for free to see what we're about!

### David Francey in Concert

Three time Juno award winner, David Francey will be performing at the Northern Lights Performing Arts Pavilion in Haliburton on Saturday, January 31st 7:30 pm . Cassidy Glecoff accompanied by Chad Ingram and Tim Tofflemire will open for Francey. Tammy Rea will be MC. The art of local visual artists will be on display. Tickets are available at www.madeinhaliburton.ca , Halco Electronics in Haliburton and The Organic Times in Minden. For more information call (705) 754-FOLK or visit www.haliburtonfolk.com

### Places for People Annual Bowlathon

Come out on Saturday February 7th atThe Fast Lane in Minden. Pull your own team together or participate on one of our teams. Spaces are available for either the 12:30pm or 3pm game times. It's a lot of fun, supports a great cause and there are prizes to be won! Visit www.placesforpeople.ca/whats-new/ and contact Lisa Tolentino LisaTolentino5@gmail.com (705) 286-4660 or Fred Phipps fredandjudy50@gmail.com (705) 457-9694 for more information.

### Haliburton County Snowmobile Association

When: Saturday February 14 10-3pm Family Day Weekend
Where: proposed location @ intersection of Rail Trail B103 and HCSA #9 in Donald
Come and join us for a BBQ lunch, meet other club members and Directors and see how a Groomer works.
We will have $5 burgers and $3 dogs, drinks and chips. There will be on the spot draw prizes.
Contact:hcsa.ca or ejesseman@bell.net

### Food Handler Course

Thursday, February 26, 8:30 am to 4:30 pm, Health Unit office (191 Highland St., Unit 301) in Haliburton. This course teaches participants how to handle and prepare food safely. Upon successful completion, participants receive a certificate (valid for a period of five years) indicating they are registered as a certified food handler. Cost is $40 per person. For more information and to confirm space availability, call the Health Unit at (705) 457-1391.

## Legion Events

### Branch 624, Wilberforce

Jan Simon PRO

| | |
|---|---|
| **Monday** | Bid Euchre |
| **Wednesday** | Fun Darts |
| **Friday** | Pool 1:30PM<br>Spaghetti Dinner 5 to 7 p.m.<br>Jam Session 7:30PM |
| **Saturday** | Meat Draw 2:00pm-5:00pm - Early Bird 3pm sharp |
| **Sunday** | L.A. Breakfast9:00AM – 12:00PM |

**Upcoming Events**
**Saturday January 24th** – Robbie Burns Dinner – Refreshments 6:00pm Dinner 6:30pm Entertainment following dinner - $15/person. Tickets available at the Branch
**Saturday January 31st** – Pat & Phyllis Gallen Lake Trout Ice Fish Derby $15/person. Weigh in 3:00-6:00pm at the branch – tickets available now!

### Branch 129, Haliburton

Dave Allen, PRO 705-457-2571

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|---|---|
| **Mondays:** | Bridge every Monday at 1pm |
| **Tuesdays:** | Open dart night at 7pm |
| **Wednesdays:** | Bid Euchre 1 pm start<br>Bingo Doors open at 6 pm, Bingo starts at 7 pm - $500 Jackpot $1000 Jackpot - last Wednesday of the month |
| **Thursdays:** | General Meeting Second Thursday of the month starting at 7:30 pm All members urged to attend<br>Ladies Auxiliary Last Thursday of the month at 1 pm |
| **Fridays:** | Meat Draw Five Draws, Five Prizes each draw, First draw at 4:30 pm, Last draw at 6:30 pm, Tickets are $2 per draw…Chester Howse, MC |
| **Saturdays:** | 50/50 Draw 4 pm draw, Tickets are $1 each from noon onwards |
| **Sundays:** | Breakfast Second and fourth Sunday of the month – 9:30 am – 1 pm $6 per person. Occasional volunteers are needed. |

Upcoming Events: Live entertainment featuring The Country Hot Flashes and special guests in the Club Room Saturday January 17th 4-7 PM. Enjoy beef on a bun prepared by the Ladies Auxiliary for only $5. No cover. Whether you're planning a function for 10 or 200, call the Legion today for more information 705 457 2571
Please come out and support Haliburton Legion Branch 129…everyone is welcome!

### Branch 636, Minden 705-286-4541

Open Mon-Thurs 10am-6pm, Fridays til 9pm, Sundays 1-5.
Air-conditioned clubroom open to the public, Patio open, Wifi, debit machine, table trivia, dart boards
Big Euchre, 1st Sunday of the month, includes lunch

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|---|---|
| **Lunches** | **noon to 2pm** |
| **Mon to Thursday:** | full menu and daily specials. |
| **Friday lunch menu:** | beer-battered fish with fries or onion rings. Friday supper 5-7pm also chicken wings |
| **Wednesdays:** | Meat Draw at noon, $8 buys 8 chances for butcher-quality meat. |

Ladies Darts on **Thursdays**

# The Haliburton Real Estate Team!

**Linda Baumgartner** Broker
**Troy Austen** Sales Representative
**Nicole Baumgartner** Sales Representative

RE/MAX®
North Country Realty Inc.
Brokerage Independently Owned and Operated

(705) 457-1011 ext. 231 or
**1-800-465-2984**

## STORMY LAKE MAJESTY!

Magnificent 4BR Timberframe cottage. Private 160' lot. Faces west. 3400 sf [illegible] Luxury Bunkie. All [illegible] & more!
SOLD
**$699,000**

## BEAUTIFUL MOOSE LAKE

Spacious 3BR 4 season cott or home. Full fin bsmt, lg screen porch, sundeck w/glass panels, wood FP. Level lot, great shoreline, dbl garage & more! Watch sunsets from the dock.
**$499,000**

## KENNISIS LAKE LOT

Gorgeous lot, 400" FRTG [illegible] deep water. Big [illegible] Great building site!
SOLD
**$450,000**

## OTTER LAKE TRANQUILITY

4 Season Royal Home/Cottage. 8.84 acres, 379 Ft. FRTG on a no motor lake. 3+2 BR. Open Concept, Fireplace, Large Windows, Spacious Deck.
**$439,900**

## IRONDALE RIVER

Large home/cottage on 9 + ac. Sunny private lot. 3+2 Br. Spacious. Full Basement. Many Features.
**$270,000**

## HALIBURTON, RIDGEVIEW ROAD

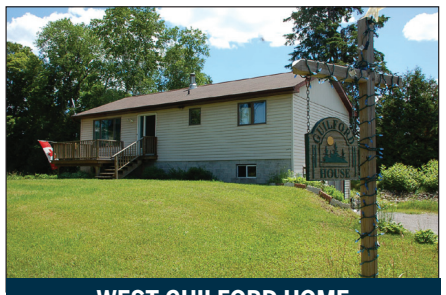
Sprawling 3BR ranch bungalow. Private landscaped lot. Att garage, 1BR apt, Excellent value for 2600sf.
**$269,900**

## HALIBURTON-SUNNYSIDE ST.

Walk to town. Treed private lot. Open concept, vaulted ceilings. Large wraparound deck. Huge recroom, Insul det garage. Nice design. Fresh Paint & Shingles!
**$265,000**

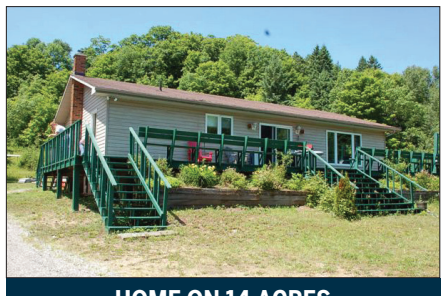
## EAST OF HALIBURTON

Custom home on 8.36 Ac. Private pretty setting, 15 min to town. 3BR, 2pc, 4pc. Att dbl & det single garage w/ carport & workshop.
**$239,900**



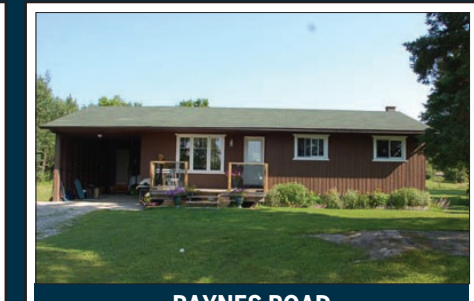
## WEST GUILFORD HOME

Great potential with Commercial Zoning, 2.33 ac lot & 496' frtg. Att garage. Green Lake across road.
**$235,000**



## HOME ON 14 ACRES

Private, close to H[illegible]n, [illegible] Royal Home. Spacious [illegible] Recroom. Acreage for privacy.
SOLD
**$217,000**



## PAYNES ROAD

15 minutes east of Haliburton, 3BR home on sunny level 1.3 ac lot. Many upgrades done in the past 2 years!
**$145,000**

## GOODERHAM HOME & BARN

3BR with historic character. Wraparound porch. Walk to village. 30x20 barn in Great condition. Super value!
**$139,900**

# VACANT LOTS

## KELSON ROAD

1.5 Acre Lot. Walk to Lake .
**$32,500**

## GLEBE ROAD

Prestigious Area!
**$79,800**

## DRAG RIVER LOT

420 ft / 4 Acres
**$85,000**

## Highway 121

22 Ac south of Minden
**$55,900**

*Your Key to Haliburton Highlands Real Estate!*

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